



City of Albuquerque

Request for Proposals

Solicitation Number

RFP – MRA #-06-02



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“EIGHTH and CENTRAL TRIANGLE REDEVELOPMENT PROJECT”

Offered by:

Planning Department
Metropolitan Redevelopment Agency
600 Second Street NW, Suite #550
Albuquerque, New Mexico 87102

Contact:

Cynthia Borrego, Project Manager

E-Mail: carchuleta@cabq.gov

Phone: (505) 924-3335

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Submittal Due:

Stamped “Received” Prior to September 7, 2006
4:00 PM Local Time

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PRE-PROPOSAL CONFERENCE

Date: August 18, 2006
Time: 1:30 PM
Place: Plaza del Sol Building, Basement Hearing Room
600 Second St. NW
Albuquerque, New Mexico 87102

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Proposals Due:

Date: September 7, 2006
Time: 4:00 PM

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Proposal Submission:

Hand deliver to: City Clerk
One Civic Plaza, Room 11110
Albuquerque, New Mexico 87102

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Mail To: City Clerk
P.O. Box 1293
Albuquerque, New Mexico 87102

Label All Proposals As:

MRA #-06-02
Master Development Proposal for the Eighth and Central Triangle Project

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For Site Inspection Or Additional Information Contact:

Cynthia Borrego: (505) 924-3335
E-Mail: carchuleta@cabq.gov
Metropolitan Redevelopment Agency
600 Second St. NW, Suite #550
Albuquerque, New Mexico 87102

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REQUEST FOR PROPOSALS

LEGAL NOTICE

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The Metropolitan Redevelopment Agency Invites Proposals to Purchase and Redevelop

EIGHTH and CENTRAL TRIANGLE REDEVELOPMENT PROJECT **RFP – MRA#06-02**

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The Metropolitan Redevelopment Agency ("Agency"), on behalf of the City of Albuquerque, is inviting proposals for the purchase and redevelopment of a parcel in the Downtown Metropolitan Redevelopment Area.

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I. LOCATION / OWNERSHIP:

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The Parcel is located on the southwest corner of Central Avenue, Eighth Street and Park Avenue, within the Albuquerque Downtown Metropolitan Redevelopment Area.

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II. REDEVELOPMENT:

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The Parcel is located in a Downtown Mixed Use Corridor District. Therefore, the Agency will be seeking compatible office, institution, residential, retail, commercial, educational and other uses that are concentrated and of a density to encourage transit use.

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III. PURCHASE PRICE:

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There will be no minimum purchase price set by the Agency.

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IV. SELECTION CRITERIA:

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- The general proposal;
- The strength of development team;
- The financial resources to complete project;
- The design;
- The purchase price;

- Previous projects;
- Overall impression of the proposal;

V. PROPOSAL SUBMISSION:

Sealed proposals for the redevelopment of the property will be received in the office of the City Clerk, One Civic Plaza, Room 11110, Albuquerque, New Mexico 87102, until 4:00pm on September 7, 2006. Sealed proposals shall consist of ten(10) copies of the following:

1. Developer qualifications;
2. Proposed development plans and narrative;
3. Narrative regarding proposed method of purchase and financing of project.

The Developer's Proposal Packet, which contains information and instruction to developers, copies of planning documents relevant to this Request For Proposals, and the forms required to be filled out and submitted as part of any proposal, will be available on and after August 7, 2006, in the Metropolitan Redevelopment Agency, 600 Second St. NW #550, Albuquerque, New Mexico 87102.

CONTACT PERSON: Cynthia Borrego, (505) 924-3335 / carchuleta@cabq.gov.

THE AGENCY RESERVES THE RIGHT TO REJECT ANY AND ALL PROPOSALS AND TO END THE SELECTION PROCESS AT ITS DISCRETION.

METROPOLITAN REDEVELOPMENT AGENCY
CITY OF ALBUQUERQUE, NEW MEXICO

Albuquerque Journal, Publication Dates: August 7 and August 15, 2006.

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<http://mesa.cabq.gov/bidpkg.nsf/Solicitations?Open>, or printed copies may be

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INTRODUCTION

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The Redevelopment Agency for the City of Albuquerque (Metropolitan Redevelopment Agency, hereinafter referred to as “the Agency”) is pleased to announce the availability of a development site approximately ± 8577 square feet or .1969 acres, known as the “Eighth and Central Triangle Redevelopment Project”, a development site for an infill project located at the southwest corner of Eighth Street, Park Avenue and Central Avenue (“the Property”) in Downtown Albuquerque, New Mexico. The Property is located in the Downtown Metropolitan Redevelopment Area which was designated a Redevelopment Area in November, 2003 and the Downtown 2010 Sector Plan was approved to serve as the Metropolitan Redevelopment Plan for the Area and was adopted in May of 2004.

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DEVELOPMENT INTENT

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The Eighth and Central Triangle Redevelopment Project Request For Proposal (“RFP”), has been written to encompass a general plan for eliminating blighted conditions and describes the process by which redevelopment will occur. The City, as the landowner of the Property, is seeking an experienced developer to play a major role in redeveloping the western edge of Downtown. The proposed development should comply with existing zoning and design standards, which are outlined in the Downtown 2010 Sector Development Plan. This document is available on line at www.cabq.gov/planning/publications, or may be purchased on the First Floor of the Planning Department at 600 Second St. NW. This RFP offers City owned land for sale and redevelopment and invites proposals from qualified development teams to purchase the property, oversee its redevelopment, and carry out a development program. Responders should determine the most realistic and feasible development program for the site, while balancing community goals and objectives with financial feasibility.

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Policy and Planning Context

The property is located in the area designated Central Urban Area by the Comprehensive Plan with a goal to “promote the Central Urban Area as a focus for arts, culture, and public facilities/activities while recognizing and enhancing the character of its residential neighborhoods and its importance as the historic center of the City”. The Downtown 2010 Sector Development Plan designates the Property as part of the Mixed Use Corridors District. Mixed Use developments are allowed and strongly encouraged for all of Downtown. No predominant or primary uses are prescribed for the Mixed Use Corridors District. This district is located on the transit corridors through Downtown (Lomas Blvd.- Central Ave.- Fourth St.). Compatible office, institutional, retail, commercial, educational, and other uses are encouraged in this district. These developments should be concentrated and of a density to encourage transit use along these principal corridors.

Project Area and Boundary Description

The project is in the Southwest quadrant of the City, in Downtown, on the Southwest corner of Central Ave., Eighth Street, and Park Ave. Said intersection will be converted to a traffic circle (plans showing the proposed traffic circle are attached as Exhibit B).

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Legal Description

A parcel of land situated within Block 45 of the Original Townsite of Albuquerque, New Mexico. Said parcel of land being and comprising of portions of Lots 1, 2, 3, and 4 of Block 45 of said Townsite and being more particularly described in Exhibit A, "the Survey". The Property is in the shape of a triangle that is 0.1969 acres more or less.

Value of the Property

The Property was appraised in May of 2006 for \$257,500. A copy of the appraisal is available for review at the Metropolitan Redevelopment Agency.

Environmental Assessment

The City will contract for a Level I Assessment, the results of which will be provided to prospective developer(s) when it is available.

Zoning

See development and building process, page 27, of the Downtown 2010 Sector Plan.

PROJECT GOALS AND SELECTION CRITERIA

The Agency's goals for the development of the Property include the following:

- Contribute to the vitality of Downtown through the redevelopment of this vacant parcel.
- Demonstrate that an infill project can serve as a model and be an asset to the community.
- Develop the Property to its maximum potential consistent with the goals of the Downtown 2010 Sector Development Plan and the Downtown Metropolitan Redevelopment Plan.
- Maximize the Property's development potential.
- High quality urban design that complements the adjacent properties and act as a catalyst for additional economic development in the area.

The development team that most closely meets the selection criteria listed below will be selected. Proposals that best address the "preferred guidelines" will be more favorably considered when selecting the development team, to the extent that they produce a financially feasible project. Creativity on the part of development teams is encouraged, in proposing solutions to meet the criteria and preferred guidelines.

Recognizing that a single project may not be able to achieve every desired goal, creativity and flexibility will be required to meet as many goals as possible.

The Agency is interested in receiving submittals from any potential development team that can demonstrate the experience, project management skills, financial capability, and capacity to produce a quality development. The selection of development teams will be based on the following:

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- The **general proposal** is in compliance with Downtown Metropolitan Redevelopment Plan, and the Downtown 2010 Sector Development Plan, community acceptance, feasibility, potential spin offs, future economic benefits to the City and the amount and type of purchase arrangement **(10 points)**;
- The **strength of the development team** is of paramount importance as they should be able to not only demonstrate professionalism and experience, but the ability to be innovative in their pursuit of solutions to redevelop the parcel that is being offered through this RFP **(10 points)**;
- The **financial resources to complete the entire project** - while firm financing commitments are probably unlikely at this point, potential development teams must demonstrate a clear strategy for meeting all the construction and other project costs. To meet this requirement, the development team must provide evidence that representatives of banks and any other sources of private financing have given a favorable reaction to the proposal following their review **(20 points)**;
- The **design and the ability** to produce a well-constructed project – the overall impression of the architectural, landscape and site design and the ability of each team to include one or more key members (e.g. architects and/or builders) who have demonstrated their ability to produce a project of high quality **(15 points)**;
- The **purchase price of the property** – **(25 points)**;
- **Previous projects that the development team has been involved with (10 points)**;
- **Overall impression of proposal (10 points)**;

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EVALUATION CRITERIA	MAXIMUM POINTS
1. General Proposal	10
2. Strength of Development Team	10
3. Financial Resources to Complete Project	20
4. Design	15
5. Purchase Price	25
6. Previous Projects	10
7. Overall Impression of Project	10
TOTAL	100 Points

SPECIAL NOTE

In the interest of a fair and equitable process, the Agency retains the sole responsibility to determine the timing, arrangement, and method of proposal presentations throughout the developer selection process. Development Teams are cautioned not to undertake any activities or actions to promote or advertise their proposal. Violation of these rules by a respondent may be grounds for disqualification of the offending development team. The Agency may choose to terminate this RFP process at any time for any reason. Should the Agency determine that a proposal is not complete, the proposal may be disqualified. If the developer is disqualified for any reason, the key contact will be notified in writing.

Respondents interested in receiving responses to submitted questions should notify the Agency in writing. If respondents have questions, they should direct them in written form to the Agency. The Agency will take reasonable steps to ensure that responses to questions and any modification to the RFP shall be distributed in writing to all who have notified the Agency.

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SUBMITTAL REQUIREMENTS

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The Albuquerque Development Commission, (ADC), will review proposals and select a preferred proposal that responds most closely to the selection criteria. Successful development teams will demonstrate expertise in urban redevelopment, outline adequate financial capacity, describe a compelling design concept and program, submit an offer for acquisition of the Property, and describe how the proposal meets the goals and objectives outlined in this RFP. The format for submittals and the details of the selection process are as follows included in this RFP.

Deleted: A selection process will be used that includes significant community input and will culminate in formal acceptance of the project in a public meeting of the Albuquerque Development Commission.

The ADC will select the development team that most closely meets the selection criteria listed below. In the selection decision, emphasis will be placed on experience, qualifications, and financial capability of the team, design concept, purchase price, and development schedule.

The submission should not exceed ten pages (exclusive of the forms required herein) of single sided copy in 8 1/2" x 11" format, including both the text and drawings. Individual fold out drawings larger than 8 1/2" x 11" are permitted. Elaborate and expensive submissions are discouraged. Ten (10) complete, bound copies should be submitted. Submissions should provide the following material:

1. **Letter of interest** signed by the lead principal in the development team and addressed to Alex Romero, Chairman, Albuquerque Development Commission, c/o City of Albuquerque, Metropolitan Redevelopment Agency, 600 Second St. NW #550, Albuquerque, New Mexico 87102;
2. **Team Organization:** Identification of team members, including the developer and the legal entity with whom the City would contract (e.g. individual, corporation, partnership, joint venture, etc.), owner (if different from developer), joint venture or other, architect/designer, lender, contractors, and local representatives as applicable, including a description of their development experience (description of use, scale, context, and design of any previous development projects). Include any experience with public/private partnerships. Please use attached Form #1.
3. **Site Use, Architecture, and Landscape Architecture:** Proposal should include schematic design of the overall redevelopment site. Descriptive architecture and redevelopment site design concepts, in plan and perspective views, to a level necessary to communicate the developer's intent. The plans clearly need to identify the uses and designs of all sides of the proposed project, ingress and egress to the Property. Projected land use/building mix, including estimated

square footage, number of dwelling units, parking spaces, tenants, sales prices, and rents by type of use.

4. **Market Information:** The proposal should include a description of the market for the project, including existing competition and pricing and also support for the developer's assumptions regarding the absorption period. Please use attached Form #2.
5. **Project Timeline and Financial Information:** The proposal should include detailed project schedule for closing, securing development approvals, construction and occupancy; property management intentions; estimated total value of a fully-built project; estimate of total development costs broken out by hard and soft costs, sources of funds, including equity, financing, special assistance needed to complete project; such as public financing, use of created tax increment, etc.; and a preliminary development pro forma. Please use attached Form #2.
6. **Disclosure Statement:** Please use attached Form #3.

Overly elaborate or lengthy proposals are neither encouraged nor desired. No attachments, enclosures, or exhibits other than those identified in the RFP are permitted. In addition, the Agency may retain consultants to assist in the review of any aspects of the proposals.

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Other Information:

1. All facts and options stated within this RFP and all supporting documents and data are based upon information available from a variety of sources. No representation or warranty is made with respect thereto.
2. The Agency reserves the right to modify the selection process or other aspects of this development offering at its sole discretion. Agency staff will take reasonable steps to insure that any modification shall be distributed in writing to all persons who have requested a copy of the RFP from the Agency.
3. The Agency reserves the right without cause to (1) accept or reject all proposals in response to this RFP, and (2) not proceed with the proposed Project. No commitment to build the Project is implied or should be assumed by the issuance of this RFP.
4. The Agency reserves the right to request additional information following its review of the initial submission. Agency staff will conduct a review and verification of confidential information with guidance from City legal counsel. In addition, the Agency may retain consultants to assist in the review of non-confidential aspects of the proposals. Staff will provide a summary of such information to the Selection Committee.
5. In the interest of a fair and equitable selection process, the Agency retains the right to determine the timing, arrangement, and method of any presentation throughout the selection process. Development teams are cautioned not to undertake any activities or actions to promote or advertise their proposals except during Agency-authorized presentations. Developers are encouraged to contact relevant Agency staff to learn more about ideas and visions for the site and the area. However, developers and their representatives are not permitted to make any direct or indirect (through others) contact with members of the Albuquerque Development Commission

concerning their proposals, except in the course of Agency-sponsored presentations. A violation of these rules is grounds for disqualification of the development team.

SELECTION PROCESS AND TIMELINE

A development team will be selected through an open, competitive process. Interested developers will evaluate the site and propose a development program, design concept, financing strategy, and development schedule that meet their investment objectives and achieve community goals. A development agreement between the City and the successful developer will be used to ensure that mutual commitments are made for the manner in which the redevelopment occurs.

Evaluation

Proposals will be reviewed and evaluated by the ADC.

Following the initial review, the ADC may do the following: **recommend a single proposal**; recommend a “short list” of proposals that are most responsive to the selection criteria; or reject all proposals. If a short list is created, the ADC may conduct interviews. Agency staff will verify the developer’s financial and development credentials and will prepare a summary for the ADC review.

Upon approval of a Developer by the ADC, City and Agency staff, together with the development team, will then negotiate a development agreement that will address such topics as project definition, program, design, purchase price, schedule, and security to guarantee performance. As applicable, it may also address terms and conditions agreed to by the developer and the City, as a result of negotiations.

If negotiations do not progress in a satisfactory, timely manner toward the required agreements, new negotiations with the next highest rated developer may be initiated. This process may, but need not, continue until the Agency is able to contract for the desired development.

Selection Process Schedule (Approximate)

- Issue Request for Proposal..... **August 7, 2006**
- Pre-proposal Conference..... **August 18, 2006**
- Proposals are Due..... **September 7, 2006**
- Developer Selection..... **September 27, 2006**
- Negotiate Development Agreement **October/ November 2006**
- ADC Approval of Development Agreement..... **November 15, 2006**

SUPPLEMENTAL INFORMATION

The following documents are available for review at the offices of the Metropolitan Redevelopment Agency, 600 Second St. NW, Suite #550, Albuquerque, New Mexico:

Downtown 2010 Sector Plan, City Comprehensive Plan, Property Appraisal

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APPENDIX A

(FORMS)

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FORM 1

Project _____

Developer _____

Date _____

LIST OF DEVELOPMENT TEAM MEMBERS & FUNCTIONS

TEAM MEMBER (Name, Address, Phone)	<u>FUNCTION</u>	TOP THREE PERSONS <u>ASSIGNED TO PROJECT</u>
DEVELOPER*:		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
ARCHITECTS / ENGINEERS:		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
SUBDIVISION CONTRACTOR:		
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_____	_____	_____
_____	_____	_____
_____	_____	_____
BUILDER:		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

LIST OF DEVELOPMENT TEAM MEMBERS & FUNCTIONS

<u>TEAM MEMBER</u> <u>(Name, Address, Phone)</u>	<u>FUNCTION</u>	<u>TOP THREE PERSONS</u> <u>ASSIGNED TO PROJECT</u>
MARKETING AGENT:		
PROJECT MANAGEMENT:		
ATTORNEY:		

FORM 2

Project _____

Developer _____

Date _____

DEVELOPMENT PROGRAM SUMMARY

1. DEVELOPMENT PROPOSAL NARRATIVE:

2. ESTIMATED DEVELOPMENT COST:

3. ESTIMATED PROJECT PROFORMA:

DEVELOPMENT PROGRAM SUMMARY

4. ESTIMATED DEVELOPMENT SCHEDULE:

5. SOURCES OF DEVELOPMENT PHASE FINANCING:

6. SOURCES OF PERMANENT FINANCING: (Please describe all anticipated sources of permanent financing).

7. PROPOSED USE OF PUBLIC PROGRAMS: (Provide an explanation of the public programs that will be used to provide additional financing).

FORM 3

Project _____

Developer _____

Date _____

CITY OF ALBUQUERQUE **DISCLOSURE STATEMENT**

Any person submitting a development proposal must truthfully complete this statement and submit it prior to being formally designated for any project.

1. Do any of the principals owe the City of Albuquerque any moneys for incurred real estate taxes, rents, water and sewer charges, or other indebtedness?
2. Are any of the principals employed by the City of Albuquerque? If so, in what capacity? (Please include name of agency or department and position held in that agency or department).
3. Are any of the principals related to an employee of the City of Albuquerque? If so, please include name of agency or department and position held in that agency or department).
4. Is the Developer; any principal, director, officer, or key employee of the Developer; family member of the Developer or any principal, director, officer or key employee of the Developer; or other individual associated with the Developer who has an existing or potential financial interest or who has a family member who has an existing or potential financial interest in the development proposal, a member of the Albuquerque Development Commission or any other board, commission or agency of the City of Albuquerque? If so, please state the name of such person; the board, commission or agency of the City of Albuquerque of which such person is a member; and the existing or potential interest such person has in the development proposal.
5. Were any of the principals ever the owners of any property upon which the City of Albuquerque foreclosed for his/her failure to pay real estate taxes or other indebtedness?
4. Have any of the principals been convicted of violating any law, code, or statute within the last three (3) years?

SIGNED UNDER THE PAINS AND PENALTIES OF PERJURY THIS

_____, Day of _____, 20____

DEVELOPER'S NAME	DEVELOPER'S NAME	DEVELOPER'S NAME
SIGNATURE	SIGNATURE	SIGNATURE
ADDRESS	ADDRESS	ADDRESS

STATE OF NEW MEXICO)
) ss
COUNTY OF BERNALILLO)

The foregoing instrument was acknowledged before me this ____ day of _____, 20____
by _____, _____ of
_____ (Corporation/Partnership) on behalf of the (corporation/partnership).

Notary Public

My Commission Expires:

STATE OF NEW MEXICO)
) ss
COUNTY OF BERNALILLO)

The foregoing instrument was acknowledged before me this ____ day of _____, 20____
by _____, _____ of
_____ (Corporation/Partnership) on behalf of the (corporation/partnership).

Notary Public

My Commission Expires:

STATE OF NEW MEXICO)
) ss
COUNTY OF BERNALILLO)

The foregoing instrument was acknowledged before me this ____ day of _____, 20____
by _____, _____ of
_____ (Corporation/Partnership) on behalf of the (corporation/partnership).

Notary Public

My Commission Expires:

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APPENDIX B

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(EXHIBITS)

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Exhibit A

Survey

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EXHIBIT B

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